

Message Text

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PAGE 01 LAGOS 00662 180750Z
ACTION AF-10

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UNCLAS LAGOS 00662

E.O. 11652: N/A
TAGS: BTIO, NI
SUBJECT: SMALL CONTRACTOR SEEKS PARTNER, BOATS

1. CHARDWAY GENERAL CONTRACTORS AND CO. LTD., 1 LAGOS STREET,
P.O. BOX 1018, PORT HARCOURT, TELEPHONE 8025, RICHARD S. WARMATE,
MANAGING DIRECTOR, SEEKS AMERICAN PARTNER AND QUALIFIED ENGINEER
TO ENABLE THIS SMALL FIRM TO OBTAIN LARGER CONTRACTS, I.E., DOLS
EIGHT MILLION AND OVER. FOUNDED IN 1974, FIRM IS SMALL, BUILDING

CONTRACTOR NOW WORKING ON DOLS 1.6 MILLION CONTRACT TO CONSTRUCT
15 SECONDARY SCHOOL DORMITORIES. HE VISITED EMBASSY FOR HELP
IN FINDING PARTNER AND SEPARATELY, AN ENGINEER. EMBOFF SUGGESTED
THAT HE OBTAIN ENGINEER THROUGH PARTNER. CLAIMS 250 EMPLOYEES
AND WORKING CAPITAL OF DOLS 300,000. LISTS PAN AFRICAN BANK,
PORT HARCOURT, AS FINANCIAL REFERENCE. WTDI INSTITUTED AND
WILL UNDOUBTEDLY SHOW THAT FIRM IS TYPICAL SMALL QTE INDIGENOUS
CONTRACTOR UNQTE WHICH REQUIRES FOREIGN BUSINESS AND TECHNICAL
EXPERTISE TO SUCCEED ON LARGER JOBS. AN ATTRACTION IN THIS
SITUATION IS THAT THERE ARE SEVERAL MAJOR INDUSTRIAL PROJECTS
COMING UP IN PORT HARCOURT AREA FOR WHICH A SMALL JOINT VENTURE
COULD SUBCONTRACT. MR. WARMATE PLANS TO VISIT U.S. IN APRIL
AND DESIRES TO HEAR FROM INTERESTED PARTIES BEFORE THEN.

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2. MR. WARMATE ALSO RUNS SMALL WORK BOAT SERVICE FOR SHELL-BP
OIL EXPLORATION AND PRODUCTION. HE SAYS HIS QTE FLY-BOATS UNQTE
CARRY SIX TO EIGHT WORKERS TO AND FROM MAINTENANCE JOBS IN
CREEKS AND SWAMPS OF NIGER RIVER DELTA AROUND PORT HARCOURT
ON ROUND-TRIP JOURNEYS OF FIVE TO 200 MILES, LATTER OVERNIGHT.
HE SEEKS UP TO 15 SMALL COVERED BOATS IN U.S. TO EXPAND FLEET.
SUGGEST FIRMS SEND BROCHURES AND CATALOGUES TO CHARDWAY ADDRESS

ABOVE.
EASUM

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